

Shipping **MANAGEMENT**



Packing

Transport

Handling

JUNE, 1959



Go ALL the way...

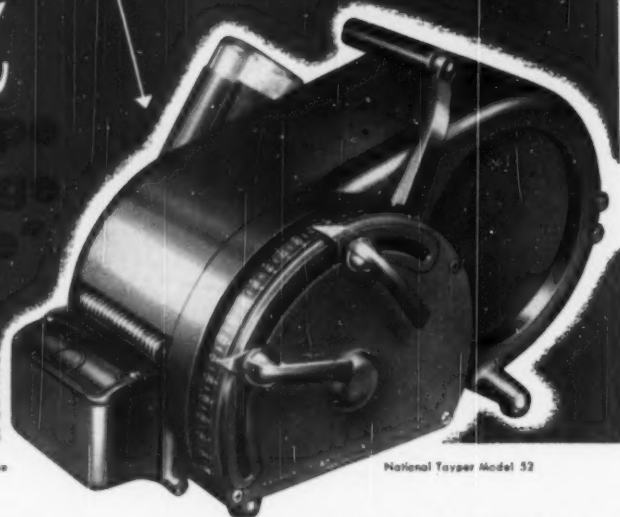
TAY-PER

itstix

Printed Tape
for Pilferage
"Insurance"



Itstix Printed Tape



National Tayper Model 52

To give cartons the COMPLETE PROTECTION they need from your platform to the customers'—call on Nashua! From one source of supply — the world's largest — you get:

1 THE NATIONAL TAYPER — this "workhorse" of the shipping room has POSITIVE *AUTOMATIC MOISTENING CONTROL. You seal a perfect closure every time because tape can't be too long

or too short—too wet on the ends or too dry in the middle or vice versa. A Tayper's speed saves you time. Its *automatic* dispensing saves you tape — cuts waste up to 50%!

2 ITSTIX PRINTED TAPE — Thieves can't pilfer — your carton is identified and your advertising gets a "free ride" to the journey's end.

Go all the way . . . and your cartons and packages will go all the way SAFELY with a National Tayper and Itstix Printed Tape!

*Endorsed by the Association of American Railroads and the Gummed Industries Association, Inc.



SEAL IT RIGHT
WITH
GUMMED TAPE



NASHUA PACKAGE SEALING CO. INC.

NASHUA, NEW HAMPSHIRE

Please send more facts on Nashua's 3-Point Program for Safe Arrival at Destination.

Name

Company

Address

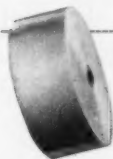


• When Ali Baba wanted something opened, he used the magic words, "Open Sesame"—and the job was done. Your customers probably use some words, too—not necessarily magic—when struggling to open your shipping cartons . . . unless, of course, those cartons have been sealed with gummed tape. Gummed tape alone provides complete, sealed protection for your products in transit . . . yet your customers find gummed tape the easiest of all closures to open.

Sterling Supreme

**GUMMED
TAPE**

You'll save time, money and tempers, for yourself and for your customers, by standardizing on Sterling Supreme Gummed Tape for all shipping carton closures. A combination of the finest quality Kraft paper and a perfect animal glue gumming formula for perfect tenacity, Sterling Supreme is "Flexoned" for maximum pliability . . . has patented "Tread" gumming to prevent side-slip. Packed in moisture-proof lined cartons for greater protection and for maximum convenience in handling in storage and at the tape machines. Start to save today—ask your paper merchant to tell you about the Super-Standard gummed tape—Sterling Supreme.



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Three size machines . . .
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MODEL R CUTS 1" . . . \$183.00

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Fast drying. Write for FREE
pint sample and try it.



MARSH FOUNTAIN BRUSH

"Push Button" fingertip control
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Cuts clean, perfect stencils.
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SHIPPING MANAGEMENT JUNE, 1950

Kimpak® Float Packaging



POULTRY MEDICINE
Dr. Salsbury's Laboratories
Flotation Packaging

Cuts shipping costs — reduces damage in transit!

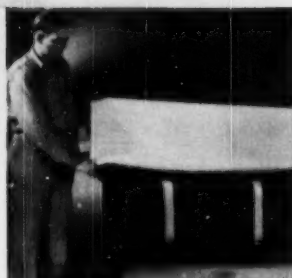
Do you handle your product with extreme care during the manufacturing process—then trust it to outmoded, inferior quality packaging materials after it leaves your shipping room? You may not be able to answer that question if you haven't seen KIMPAK® Float Packaging at work.

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KIMPAK creped wadding is as neat, clean and easy to apply as wrapping paper, to make your packaging operation fast, up-to-date. It's designed to

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KIMPAK is available in sheets, pads, rolls, various thicknesses and backings; absorbent or moisture resistant. There is a specification for all four basic methods of interior packaging: Bracing and Blocking, Flotation, Surface Protection, Absorbent Packaging. For further information, contact your nearest distributor, listed in classified phone directories under "Packing Materials" or "Packing Materials—Shipping"; or write to Kimberly-Clark Corporation, Neenah, Wisconsin.



Surface Protection. Love seat. Photo courtesy of Century Furniture Company, Hickory, North Carolina.



Combination Wrap. Cory coffee brewer. Photo courtesy of Cory Corporation, Chicago, Illinois.

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Please send me free the illustrated KIMPAK booklet, "Float Packaging."

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Firm

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Kimpak

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CREPED WADDING

*U. S. DES. U. S. PAT. OFF.

MEN—METHODS—MATERIALS

8

extra

PROTECTION!...



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• You'll find Tru-Test Tape easier than ever to handle and store in this new convenient carton pack. Moisture, dirt and dust are locked out . . . quality sealed in . . . by highly protective laminated bag liner.

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full
of Aces;
order
Now*



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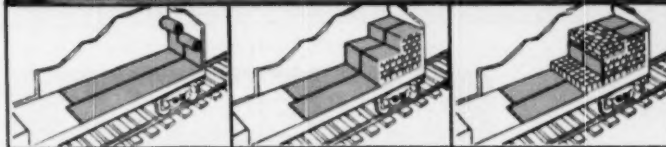
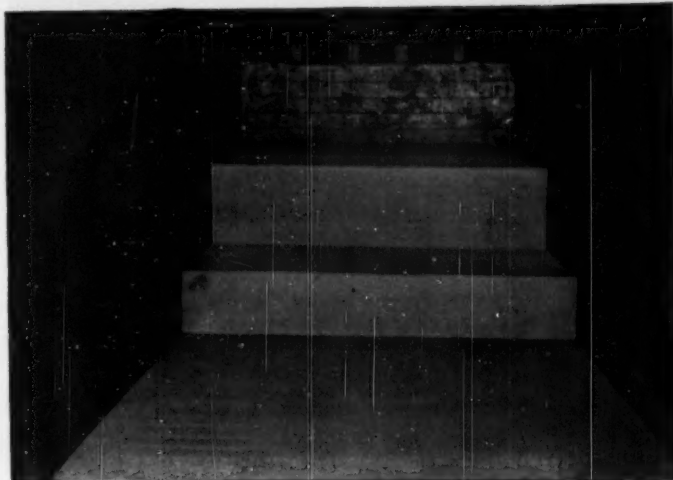
425 Fourth Avenue

New York 16, N.Y.

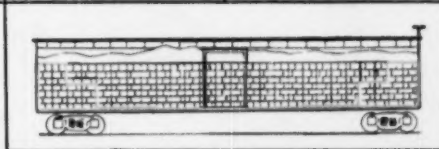
CLAIMS REDUCED 75% WITH FIBREEN UNITIZED LOADING

BIG FOOD SHIPPER REPORTS: "GRATIFYING RESULTS"

"On a movement of 108 cars (from Chicago to West Coast, Utah, Texas, Florida, Minnesota, New York and other areas north, east, west, and south), our records reveal that with FIBREEN protection, our damage prior to reconditioning averaged less than 3¼ cases per car . . . our claims have been reduced 75% since we adopted FIBREEN protection" . . . says the General Traffic Manager of one of America's foremost food canners. In some cars, loads had shifted 3" to 18" at the ends, but even then, the loads were intact . . . there was no tumbling of cartons into end-wells . . . the tough, non-stretching, waterproof FIBREEN proved strong enough to withstand the terrific strain and hold the loads.



SIMPLE, ECONOMICAL, DEPENDABLE: These four diagrams explain principle of the FIBREEN Retaining Method of Unitized Loading. It holds load intact . . . prevents cartons from falling into wells or voids created at the ends of cars during switching and in transit.



◀ HERE'S PROOF! Not a Single Carton Dropped in Well

Photo shows one end of a car in which load had shifted about 10 inches. See how the FIBREEN held the load intact. No break in the retaining paper, no tumbling of cartons into end-well, no damage to cans. Reports from 92 consignees agreed on success

of FIBREEN Method of Unitized Loading. Would you like to discuss your specific carloading problems with SISALKRAFT men experienced in this new method? Phone, wire or write: The SISALKRAFT Co., Chicago 6, Ill., New York 17, N. Y., San Francisco 5, Calif.



-----Mail this Coupon TODAY-----

The SISALKRAFT Co., Dept. SM-6, Chicago 6, Ill.
Please send details on the FIBREEN Method of Unitized Loading, and sample of FIBREEN reinforced waterproof paper. We ship about _____ cars per day.

Your Name _____

Firm Name _____

Street Address _____

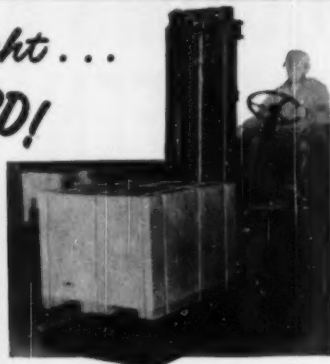
City, Zone and State _____

Tied Right, Tied Tight...
with **GERRARD!**



▲ 50 pound carton of welding rods tied diagonally with Gerrard Round Steel Strapping. Diagonal tying with 2 round steel straps strengthens all 6 sides of carton, keeps it firm and rigid. Strapping is applied with Model Q Semi-Automatic Machine which tensions, ties and cuts strapping and sets itself for next operation.

Get high speed production with Gerrard's "Q" model semi-automatic bundling machine. Here, subsoil shingles are firmly tied into compact, rigid packages — one tie crosswise and one lengthwise.



▲ A packaging innovation is a pallet* of bricks. A corrugated sheet is set in form, 500 bricks are stacked, load is covered, then tied securely with 6 Gerrard Round Steel Straps. This method of packing protects bricks, speeds loading and counting, cuts handling costs, saves storage space. (*Patent applied for by Albany Corrugated Containers Corp., Cohoes, New York.)

THERE'S a Gerrard machine and size of strap that can help you do your packing job better. Ask a Gerrard engineer. He is equipped to help you improve your bundling, tying or packaging operations, and his services are available free of charge. Write for a free copy of the *Blue Book of Packaging*. Gerrard Steel Strapping Company, 2909 West 47th Street, Chicago 32, Ill.



GERRARD ROUND STEEL STRAPPING

UNITED STATES STEEL

RED STREAK Gummed Tape

Only gummed tape gives you
all FIVE
ADVANTAGES
your packages should have

Seals Tightly and holds fast. Keeps dust, dirt, and moisture out . . . has no sharp edges . . . holds perfect package shape. Red Streak Tape assures you of the best possible package under all conditions.

1. Seals tightly

2. Re-enforces as it seals

3. Safer to handle

4. Easier to open

5. Costs less

No other form of closure gives so much for so little!

Send today
for your **FREE**
sample roll!

The Brown-Bridge Mills, Inc.

Dept. M-506 Troy, Ohio

Those Gumming Specialists



REAL IT RIGHT WITH GUMMED TAPE

Packing

A Punch... By S.H.

EVERY peaceable means will be exhausted to obtain voluntary cooperation to improve export packaging, but force will be used if necessary, it was declared several weeks ago by James B. Young, vice president of the Barber Steamship Lines, according to a report in the N. Y. Times.

Mr. Young, who heads the special committee on export packaging improvement sponsored by the Maritime Association of the Port of New York, said he hoped that no compulsion would be needed. Voluntary action by enough shippers and importers is looked for, and a decision on results of an extensive shipping survey can be expected in about a month, he said.

Reports from this survey, covering a check of general cargo shipped from New York in twenty vessels, are now being forwarded to individual shippers and exporters, Mr. Young said. Some 1,500 reports are being distributed, he added, and response to these—indicating willingness to cooperate in the improvement movement—is requested.

★ ★ ★

The program for export packaging improvement began about a year and a half ago. The special committee includes three representatives of shippers, carriers and underwriters. In mid-1949, the check of actual cargoes was started in order to establish exact evidence of damage causes.

★ ★ ★

Use of the wrong kind of container by the shipper was found to be the major cause of damage.

★ ★ ★

The vessels figuring in the survey represent nineteen companies, seven flags and eleven trade routes to nearly every part of the world. Cargo was checked from time of arrival on docks, with particular attention to type and condition of packaging. A recheck was made at destination, and results returned to New York.

Although confidence in effectiveness of a practical appeal for stronger and more suitable export packaging is high, two courses are open should this fail. Higher insurance rates can be charged on cargo found improperly packaged on arrival at pier. The shipper and his agent are responsible at this point. Or a system of establishing lack of adequate packing of cargo before loading may be established. Where packing is found inadequate, claims will be rejected.

Basic results of the cargo survey show that good packaging is actually the cheapest. Second and even fifth hand containers, particularly for textiles, are a major cause of damage. Interior packing is another weakness.

MEIN—METHODS—MATERIALS



JUNE, 1950

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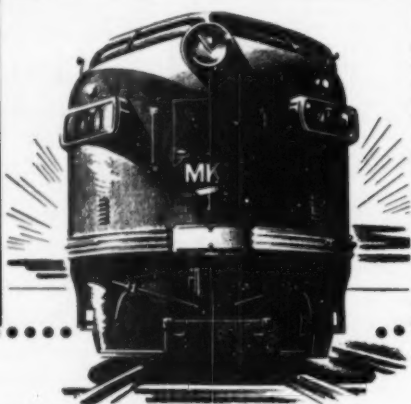
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Shipping

MANAGEMENT

FOR SHIPPING AND TRAFFIC EXECUTIVES
425 FOURTH AVENUE, NEW YORK 16, N. Y.

JUNE, 1950

VOLUME 18

NUMBER 6

"Contract Terms and Conditions" On BILL OF LADING FORMS

By JOHN L. TANIS, Traffic Manager
Goldblatt Bros., Inc., Chicago, Ill.

(Part I of Mr. Tanis' article, presented in the May issue, told you what you should know about a Bill of Lading. In this second and concluding part, he tells you what's in small print on the reverse side of the contract.)

The "Contract Terms and Conditions" (that fine print on the reverse side of the bill of lading) consists of ten sections. Quoted verbatim or briefly analyzed in the light of the particular requirements of the members of the National Retail Dry Goods Association, they are as follows:

SECTION ONE

(1-a) "The carrier or party in possession of any property herein described shall be liable as at common law for any loss thereof or damage thereto except as hereinafter provided."

(1-b) This paragraph subdivides into three important provisions relating to common carrier exemptions and liabilities:

ONE "No carrier—shall be liable for any loss or damage—or delay caused by—:

- A. the act of God,
- B. the public enemy,
- C. the authority of law,
- D. the act or default of the shipper or owner and,
- E. for natural shrinkage."

TWO "The carrier's liability shall be that of warehouseman, only, for loss, damage or delay caused by fire occurring after the

expiration of free time allowed by—tariffs after:

- A. notice of the arrival of property at destination—has been lawfully sent or given,
- B. after placement of the property at destination—has been made," and
- C. after "tender of delivery of property to the party entitled to receive it, has been made."

THREE "Except in case of negligence of the carrier or party in possession, the carrier or party in possession—shall not be liable for loss, damage or delay:

- A. occurring while the property is stopped and held in transit upon request of the shipper, owner or party entitled to make such request,
- B. resulting from a defect or vice in the property," and
- C. resulting "from riots or strikes."

(1-c) This paragraph is involved with quarantine regulations that are unlikely to affect shipments of the members of this group.

SECTION TWO

(2-a) This paragraph has three subdivisions:

ONE "No carrier is bound to transport said property by any particular train, vehicle or vessel or in time for any particular market or otherwise than with reasonable dispatch." "Reasonable dispatch" may be determined

Address presented at the 29th Annual Convention of the Traffic Group of the National Retail Dry Goods Association.

once a week for two successive weeks in a local publication." Sale of property is prohibited before thirty days have elapsed after notice is given consignor.

- (4-c) Where perishable property is refused or uncalled for, carrier may sell same at a public sale to prevent deterioration: Provided, that if time serves for notification, consignor or owner be notified of non-delivery and request for disposition be made.
- (4-d) The proceeds of any sale shall be applied to payment of freight and other lawful charges. Should there be any balance, it shall be paid to shipper or owner.
- (4-e) Property destined to, or taken from, non-agency stations shall be entirely at the risk of the owner.

SECTION FIVE

No carrier will carry, or be liable for, articles of extraordinary value, not specifically rated in published classifications.

SECTION SIX

Every party shipping explosives or dangerous goods without disclosure to carrier shall be liable for damage caused thereby.

SECTION SEVEN

- (7-a) The owner or consignee must pay the freight and all other charges.
- (7-b) No carrier shall deliver or relinquish possession of property at destination until all tariff charges thereon have been paid.
- (7-c) Consignor may absolve itself from payment of charges by signing the no-recourse clause on face of bill of lading.
- (7-d) Carrier may demand prepayment or guarantee of charges at point of origin.
- (7-e) "If, upon inspection," it is ascertained that articles shipped are not those described in this bill of lading, the freight charges must be paid upon the articles actually shipped."

SECTION EIGHT

This section provides that in event of necessity to issue an exchange bill of lading, that the signature and other considerations of original bill of lading carry over to the exchange bill of lading.

SECTION NINE

This section provides for transportation by water and subjects liability in accordance with provisions of the Harter Act.

SECTION TEN

Any alteration, addition, or erasure, without notation of issuing agent, shall be without effect.

It is my sincere wish that this presentation and the distribution thereof in printed form will be of some real help to you.

by what is being concurrently performed under like circumstances.

TWO

"Every carrier shall have the right, in case of physical necessity, to forward said property by any carrier or route between the point of shipment and the point of destination." When carriers are compelled to resort to such contingency, according to a general provision in their tariffs, it is accomplished at no additional expense to shipper or consignee.

THREE "Where a lower value than actual value

(Continued on Page 25)

Bricks Support Themselves In New Type Pallet

Bricks make their own support for a new type of corrugated board pallet which is disposable or expendable. Its cost is low, for pallet and strapping come to about \$1.00.



Photos & data Courtesy Gerrard Steel Strapping Company.
Note bricks in channels at bottom of self-supporting brick expendable pallet.

Three rows of brick (ingeniously folded in corrugated board) the outer two rows end to end and the middle row side by side, form the pallet or skid on which the main load of bricks rest. These also provide the spaces in which the two forks of lift trucks can place and maneuver the pallet load.

Six galvanized high-tensile steel straps hold the load firmly and rigidly so that repeated handlings do not disturb the brick contents and the pallet reaches destination in excellent condition. The strapping machine employed, uses 12 gauge galvanized round super high-tensile strapping.

Self-palletized bricks (with straw sprinkled between each layer) are packed and reinforced 500 per pallet. Two pallets make the thousand—easy to pack, easy to count, easy to inventory! Each 500 brick package

(Continued on Page 35)

EXPORT PACKING SURVEY

SECOND REPORT

Damages Observed At Destinations

The Packaging Survey of the Maritime Association of The Port of New York is continuing. Here are first-hand reports of what happened to packages sent from New York piers at ports of destination. (Condition at piers reported in April issue).

The Packaging Committee of The Maritime Association of the Port of New York, consisting of three representatives each of shippers, steamship companies, and marine under writers, has been gathering informa-

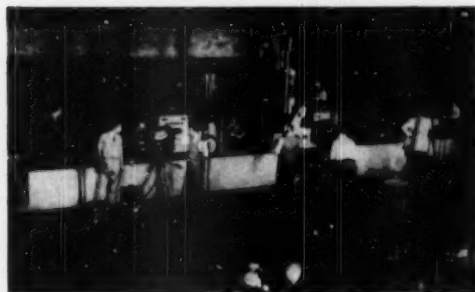
tion on the weaknesses and problems of export packaging and handling.

The cargoes on twenty vessels to various parts of the world were observed during loading and stowage. A summary of these observations was made public some time ago.

All cargo from these test vessels were inspected at the time of discharge by the local representatives or correspondents of the carriers and of the Board of Underwriters of New York. Outturn reports were submitted by each on shipments in which packaging was observed to be in damaged condition at the time of discharge. Standard report forms were used for this purpose. The surveyors were also furnished with booklets of instruction regarding containers, terminology, and methods of reporting the nature and scope of damage and the probable causes. Shipments, which at New York appeared to be inadequate to withstand normal export conditions, were especially checked at destination and their condition reported.

Power Trucks Demonstrated Via Television Show

In a unique television demonstration, modern methods of slashing materials handling costs were shown to the public several weeks ago by Chuck Trantum on his "Manhattan Spotlight" show with an invited



The Yale & Towne Manufacturing Company used the medium of television to demonstrate the effectiveness of a new materials handling power truck, in New York, about four weeks ago.

audience of several hundred industrial and financial leaders watching the live performance at Sunnyside Garden, Queens, New York.

Equipment for the show was supplied by the Automatic Transportation Company, Chicago, a division of the Yale & Towne Manufacturing Co. Automatic used the show as an opportunity to introduce its newest product, the Transporter "101" electric industrial truck, a secret until the show went on the air.

Trantum employed a small fleet of industrial trucks of several types to demonstrate the highly scientific nature of materials handling. He showed how the trucks lift, carry, and stack merchandise and raw materials in factories and warehouses, accomplishing

(Continued on Page 20)

3,000 Reports

Approximately 3,000 letters, reports and surveys have been received from overseas regarding packaging, handling, port conditions, procedures, and other facts directly affecting the outturn of American export shipments and with specific detailed regard to the cargo carried by the test vessels.

All of these papers were collected and correlated by the Secretary of the committee, Mr. Eugene A. Werckle, Assistant General Manager of the Association.

Each member of the committee studied and analyzed the reports and letters on the cargo carried by one or more of the vessels.

Mr. Frank W. Green, Packaging Consultant of Springfield, Massachusetts, then cross-indexed, studied, analyzed, and tabulated all of the details in accordance with the committee's plans. This information was consolidated and summarized. The final information was reported to and reviewed by the members of the committee.

It is interesting to note that containers in nearly every shipment observed to be inadequate when inspected at New York arrived at destination in damaged condition. A few, which were not damaged, were "border line" examples or were damaged during loading at New York and then recovered.

The main commodity groups in which containers

(Continued on Page 26)

SCALES

Are Worth \$ \$ In Your
Here's 8 "Musts" For

By MACK RAPP, Vice President
Detecto Scales, Inc.

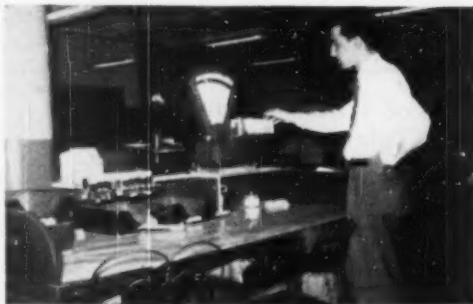
More important than any single piece of machinery in the shipping room is the scale, which is not a machine at all. For the scale, whose fine calibrations may be compared to the results of the most delicate instruments, is truly a mechanical measuring device. There is no motive power generated on its own or supplied to it from any outside source. The scale is actually a simple instrument for measuring the amount of gravity pull on an object. But the scale is a most vital factor in the determination of costs. Its indications are the ultimate basis of all prices, whether of raw materials or finished products. Indeed the importance of scales to commerce cannot be overestimated. What product can be manufactured without the use of weighing equipment? What product can be equitably sold without the accuracy of some measuring device? The scale tells you how much you have to pay for shipping and mailing.

SCALES DATE BACK almost to the dawn of civilization. They are mentioned in the Old Testament and there are pictorial records of the use of scales in Ancient Egypt. They have played an important role

Right Top: Table for handling mail and parcel post in the main office of the company. This table, a model of light mailing efficiency, contains all the equipment necessary for a rapid, efficient weighing and stamping operation. The large scale with pointer is a four pound mailing scale. To the left of the four pound scale is a four ounce scale, for use in export mailing. To the right of the mailing clerk may be seen part of an electrical stamp issuing machine. Note smooth linoleum table cover, neatly arranged row of special order stamps, paste pot and incoming and outgoing boxes.

Center: Part of the large package shipping operation. Many of the woodmetal hand trucks shown in the foreground were designed and made by members of the shipping department. Behind the trucks is a shipping area where heavy packages are weighed and readied to be received by outbound trucks.

Bottom: Small parts shipping center. One employee is kept working full time wrapping and packing small parts which are requested by scale owners from all over the world. Note convenient small parts bins, directly behind employee.



Photos Courtesy Detecto Scales Company.

Shipping Room Handling Them



The scale above becomes a 4 pounder when the weight is added.

in the course of history. They have been the determining factor in the progress of commerce. They have accelerated the speed of wars. They have helped end them faster. Since earliest recorded history scales have been associated with the shipping of goods.

Despite their long history, there have been few basic changes in scales since ancient times. The oldest known scale is the so-called "Justice" scale with its hanging balances, in which an object of known weight is placed on one pan, in order to arrive at the weight of the object in the other pan. The "Justice Scale" is still used for scientific measurement and to determine the weight of precious metals. Although it is the most accurate of all scales when used under the ideal conditions of scientific measurement, the loosely hanging arms of the "Justice" scale are obviously unequal to the task of giving sufficiently proper weight at rapid speed. Where accuracy within an allowable tolerance is permissible and acceptable, whether the object be light or heavy, the tempo of today's commerce demands faster weighing and the "Justice" scale has only limited use.

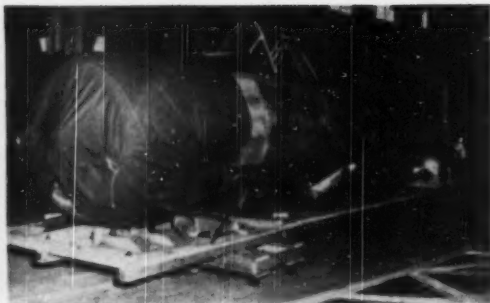
Variations Appeared Only Recently

Despite the need for better scales, variations of the "Justice" scale were the only ones in general commercial

use until the 19th Century. It was in the 17th Century that the French Professor of Mathematics, Roberval, introduced the first basic theory which was an improvement of the "Justice" scale. However, people of his day looked upon his balance as a mechanical curiosity. For more than a century it was simply recorded as a scientific achievement, but was not put to use. Only after Professor L. Poinsoot gave full explanation of the values and application of the Roberval balance in the year 1804 was this improvement put to use.

About 150 years after Roberval expounded his basic theory of improvement in the scale, Thaddeus and Erastus Fairbanks came forth with the multiple lever principle which made possible the platform scale capable of weighing objects of enormous mass through a system of ratios. Although the multiple lever does not have the history of the beam scales as incorporated in the "Justice" and Roberval principles, it commands terrific respect because of its utilitarian values. It is difficult to realize that at one time commerce proceeded at any pace whatever without the multiple lever, especially when you think in the terms of receiving and shipping merchandise. Modern scales, adapted as they are in shape or form to many uses, are simply variations of these three basic principles.

(Continued on Page 28)



Left: Crating of wing and center sections of plane. Blocked and braced and cushioned inside crate. Showing parts of tail assembly anchored to bottom of crate by means of webbing. Right: Anchoring fuselage to skids (bottom of crate) showing sections removed from plane attached to same skid base.

PACKAGE ENGINEERING FIRMS:

They'll Pack Anything From A Nut To An Entire Airplane

By ARTHUR RATNER, President
Rentar Packaging Company

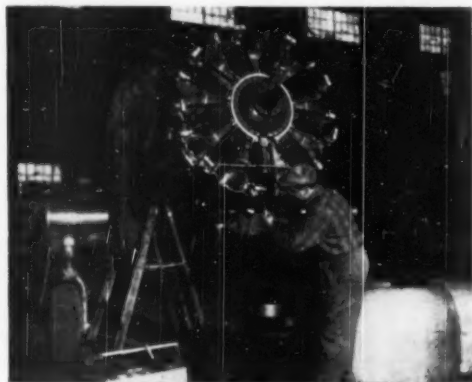
Special problems often arise in the packing and shipping of various types of products, as all shipping and traffic managers know. Solving these problems may take weeks of valuable time, time which the manager can ill-afford to spare from the pressing needs of normal shipping operations. Sometimes the solution to a particular packaging problem is so difficult that outside packing experts are called in. Hiring such an expert, and application of a specialized technique, may well result in turning profit to loss for the particular operation.

DURING THE PAST FEW YEARS companies have been formed whose chief function is to solve and handle difficult packaging problems. These companies deal almost entirely in the kind of special packing which requires the ingenuity and creativeness of packaging engineers, and the resources and facilities of plants devoted entirely to this one job. Package engineering companies include in their personnel men expert in the requirements of government specifications and supervisors and workmen trained in the innumerable skills which specialized packaging problems demand. The facilities of these companies usually include large areas of storage and working space. This makes it possible to offer

facilities to the small and medium sized shipper which can usually be afforded by only the largest shippers.

Brought About By War-Time Needs

The idea of package engineering firms was a direct result of the needs of World War II. Firms working



"Pickling" of the plane engine for long-time storage. Corrosion control by use of dehydrating plugs and oils containing rust inhibitors. Man at right is putting in dehydrator plug. Man at left is spraying inside of engine with corrosion preventative oil. Note line.

under government contract were not only cramped for space, but required expert help in meeting the rigid packaging specifications set up by the government. Encouraged by the then instituted Government Packaging Program, various package engineering companies entered the field.

All the facilities of our firm were called for in a recent packaging and shipping job involving the shipping of airplanes to a foreign country. We were confined to a crate 8 feet wide, 7½ feet high, and 36 feet long, due to the fact that the aircraft had to be carried on a narrow gauge railroad through long, low, narrow tunnels. In order to meet these requirements, the plane, of military pursuit ship training type, had to be largely disassembled. Wings were sent in one crate, motor and fuselage in another. Two special crates had to be designed to carry the plane and all its parts.

Our airplane packaging engineer, John D. McCormick, and his assistants, spent many days solving the manifold details of this export packaging problem. The 50,000 square feet of working space in the plant, plus five car railroad sidings on a main line road, were of no little help in laying out the work. Materials handling power trucks, cranes, steel strapping machinery, webbing, corrugated and fibre box equipment, and wood pallets were all used during the course of the operation.

Flown Up

The planes were flown up from Delaware to Flushing Airport under their own power. At Flushing Airport our company mechanics dismantled them, and they were then hauled to the plant on large trailers.

In the preparatory stages of the operation corrosion preventatives were applied to the plane, particularly to the engine. All metal surfaces were sprayed and all loose equipment was removed and tied down in the crate. The propeller was processed and placed in a separate box. Wings were placed and secured in special cradles. Waterproof asphaltum paper was applied to the roof.

Preparing Engine

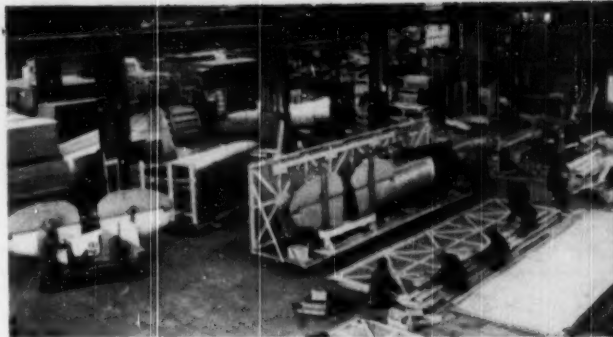
In the preparation of the engine four important steps were observed:

1. The engine was preserved for extended storage.
2. The engine oil was serviced with a corrosion preventative mixture.
3. Breather openings were sealed.
4. Bags of dehydrating agent were placed in intake scoop and exhaust openings.

Finally a special door was built in the crate wall so that condition of the planes could be periodically inspected. When all preparations were completed an inspection seal was applied to each section.

All details of the shipping operation, from bringing the planes up from Delaware to placing them on the pier ready for departure, were handled by the company.

Photographs accompanying this article show details of the special plane shipping operation. Packing and



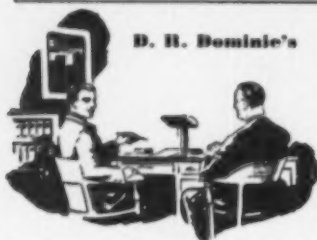
Photos on this page courtesy Port of New York Authority

View of plant in operation. Fully sheathed nailed wooden crates meet government requirements. There is an inspection door at the end of each crate to make possible periodic inspections of condition of plane.

packaging companies are prepared to handle operations either considerably larger or somewhat smaller than this one.

Below. Packing airplane clocks. When fine watches and clocks are to be stored for periods over 30 days, trouble is sometimes experienced with condensation of moisture in the delicate clock movements. The unusual packing operation, designed to protect the clocks against condensation, consists of wrapping them in moisture-proof paper and then canning them in the same manner that many food products are put up in cans for retail distribution.





D. H. Dominie's

"LISTEN, Mr. Traffic Manager"

IN OUR APRIL COLUMN we explained a form, initiated and used by us for use in handling "On Hand" shipments. Forms, in many respects are the backbone of a Traffic Manager's daily duties. Some, like the Tracer and Claim forms are substantially standard and used universally by all Traffic Men. Others are individualized to a particular company or a traffic manager to suit his own interplant needs.

The very fact that it is a form means at the outset, three things: the operation is repetitive, it is time saving and it becomes a consulting record.

Up until just recently we had a particularly bothersome problem in reconciling our records with those of the accounting department in regard to disposition and activity on accounts which had claimed shortages, unpaid C.O.D.'s, lost shipments and the like.

We think that our handling of this problem might interest and perhaps help other Traffic Departments which may have similar situations.

At the first of each month the Accounting Department sends a list to Traffic which shows open accounts due to an alleged shortage or non-delivery of shipment and another which shows C.O.D. shipments for which payment is overdue.

It now becomes the involved job of the Traffic Department to start investigation and eventually, when each case is closed, report back to Accounting with a satisfactory answer.

Each account on the list now becomes the subject of a thorough and complete investigation which might entail tracers, claims, letters to consignees, applications for duplicate money orders, etc.

The problem now becomes twofold. First, how to set up Traffic files so as to have rapid reference to a particular account itemizing status, etc. as well as provide a quick cross reference file and Secondly how to bring the Traffic files in accord with those records of the Accounting Department.

Before we proceed with the discussion let us give a typical example of what might happen if Accounting and Traffic files were not in accord. Accounting might report an overdue C.O.D. and ask Traffic to start an investigation. The Traffic department would immediately initiate a tracer and receiving no satisfactory reply then start the long process of a claim against the carrier. In the meantime, unknown to Traffic, the C.O.D. is received and Accounting closes its files on the account.

However, Traffic, because it does not know this, continues to plod on for weeks and even months trying to collect the claim. Eventually, of course, the carrier proves payment. But look at the time and effort which has been wasted by the Traffic Department! Thus the need for a system which will eliminate the possibility of such an occurrence.

Such a system is a form in three parts, as follows:

LOST OR SHORT SHIPMENTS

Consignee:

Material Shipped:

Invoice No.	Date Shipped	Via
Invoice Date	Amount	
Date Investigation Started		
Shortage	Open C.O.D.	Loss
Tracer	Claim	Letter

Status:

Final Disposition:

Now let's follow a typical case using this system. The accounting department notifies Traffic that their file shows an open balance of \$60.00 against the John Jones

(Continued on Page 20)

1950 AMA Show Has Biggest Attendance Ever

THE 19TH NATIONAL PACKAGING EXPOSITION

It was visited by a record of 18,500 representatives of companies in all kinds of industry. They viewed the latest developments in packaging materials, machinery, equipment and services, occupying 3½ acres of display space.

Lawrence A. Appley, president of the American Management Association, which sponsors the annual market of the \$7,000,000,000 a year packaging industry, described the show as, "the largest and most successful in the history of the industry."

Robert D. Handley, Sylvania Division, American Viscose Company, new chairman of the exhibitors for 1950-51, pointed out that this year's attendance was 7,500 larger than last year and 2,500 larger than the previous all-time record in 1947. Among those registering at the show were 500 Canadians and delegates from 19 foreign nations, as far away as India, Australia and South Africa.

On the basis of attendance and the business done at the show a record year for the packaging industry was forecast by officers of many of the exhibiting companies.

Among those seeing a continuing high level of activity were Clarence F. Manning, vice president, Reynolds Metal Company, Richmond, Va.; L. W. Graaskamp, sales vice president, American Can Company, New York, N. Y.; Ennis P. Whitley, director of distribution, Dobekmun Company, Cleveland, Ohio; Roger L. Putnam, president, Package Machinery Company, Longmeadow, Mass.; George C. Miller, vice president, Bakelite Division, Union Carbide and Carbon Corp.; and J. M.

(Continued on Page 31)

NATIONAL PRESIDENT OF SIPMHE ADDRESSES LAST DINNER OF SEASON TO EASTERN DIVISION

◆ National President Ray Sell told members of the Eastern Division of the Society of Industrial Packaging and Materials Handling Engineers something about the achievements and activities of the National Society, at the last dinner meeting of the season, late in May.

Members, who foregathered in Whyte's Restaurant in New York, also heard Dean H. C. Rountree of Temple University discuss plans for the forthcoming Packaging Short Course. C. J. Carney, Jr., Managing Director, spoke on 1950 Exposition plans. Gordon Bennett chaired the meeting.

PACKAGING, MATERIALS HANDLING INSTITUTE SET IN CALIFORNIA

◆ A packaging and materials handling institute was scheduled to be held at the University of Southern California June 12-15. Sponsors are the Southern California chapter of the Society of Industrial Packaging and Materials Handling Engineers and the university's department of industrial engineering and extension division.

Co-chairmen in charge of arrangements are John R. Huffman, assistant professor of industrial engineering at SC, and Gale C. Cunningham, packaging engineer, North American Aviation, Inc., Los Angeles.

Information about the institute may be obtained from the Society's office, 242 S. Los Angeles St., Los Angeles 12.

Some of the speakers will be: R. F. Weber, general supervisor, materials handling and manufacturing research, International Harvester Co., Chicago; Dr. U. B. Bray, Los Angeles; J. W. Reed Jr., R. M. Hollingshead Corp., Camden, N. J.; Orval B. Berton, manager, research division, Standard Paper Box Co., Los Angeles; Jack H. Dobbin, Wooden Box Institute, San Francisco; Don Budge, Better Packages, Inc., San Francisco; R. E. Hall, Pacific Steel Fiber Drums, Inc., Alhambra, Calif.; Chester H. Ealy, Marsh Stencil Machine Co., Belleville, Ill.

3M'S COMPANY ANNOUNCES PROFIT SHARING WITH WORKERS

◆ The largest sum ever distributed to employees in the 13-year history of the Minnesota Mining & Manufacturing Co.'s general profit sharing plan was paid to 6,540 workers recently.

Of the firm's first quarter profits, a total of \$315,900 was set aside for distribution to employees at 28 plants and offices in 15 states. About 4,200 of those affected

work at the main plant and offices at St. Paul.

The program is in effect for all permanent employees not participating in any other form of extra compensation. Employee dividend payments are based on individual earnings for the quarter.

Products of the firm include pressure-sensitive adhesive tapes, adhesives, coated abrasives, roofing granules, electrical and sound recording tapes, reflective materials, color pigments and chemicals.

WIREBOUND BOX ASSOCIATION ELECTS EMBRY PRESIDENT

◆ Norris W. Embry is the new president of the Wirebound Box Manufacturers Association. He was elected for a one-year term at the Association's annual meeting



NORRIS W. EMBRY

at St. Simon's Island recently. He succeeds Ramsey Simmons of Bainbridge, Ga., who was elected vice-president. Embry is president of the General Box Co.

PACKING & SUPPLY PROBLEMS DISCUSSED AT FIBRE DRUMS MEET

◆ The Fibre Drum Manufacturers Association held its annual meeting at the Drake Hotel, Chicago, April 27 and 28.

R. F. Gumbert, President, Plyfiber Container Corporation, Garwood, N. J. and H. L. Carpenter, Vice-President, Grief Bros. Cooperage Corporation, Brooklyn, N. Y., presided at the business sessions. W. D. Cox, Fibre Drum Company, Chicago, led a panel discussion on "Potential Markets for Fibre Drums." Earlier in the week the association members viewed the National Packaging Exposition, Navy Pier, Chicago, where an exhibit of typical drums made by several manufacturers was sponsored by the fibre drum industry.

The association also sponsored at the Drake a private showing of three films featuring container performance and the conditions under which military supplies

were handled by the armed forces during World War II. The films were entitled: "Supply Problems in the Southwest Pacific," "Packing and Packaging in South Pacific Theater" and "Logistics-Aviation Supply."

R. J. Bayer, Editor, Traffic World and a national director of the Society of Industrial Packaging and Materials Handling Engineers, addressed the members on "The Public Interest in Transportation."

Newly elected officers for the ensuing year are: President—W. J. Mahoney, General Manager, The Master Package Corporation, Owen, Wisconsin; Vice-President—H. L. Carpenter, Treasurer—A. J. Godshalk, Fibre Drum Company, Chicago. C. E. Eggers, Continental Can Company, Inc., Van Wert, Ohio and R. F. Gumbert continue as directors. Arrangements for the meeting were made by Glenn Mather, Secretary. The headquarters of the association are at 100 East 42nd Street, New York, N. Y.

MONROE E. CLINTON NAMED GENERAL ATTORNEY FOR M-K-T

◆ Monroe E. Clinton, Dallas attorney, has been promoted to General Attorney for the Missouri-Kansas-Texas Railroad of Texas. Wayne R. Howell, general counsel for the M-K-T Lines, has announced. Clinton, who was formerly assistant general solicitor for the railroad, will maintain his headquarters in Dallas.

Clinton, a native of Portland, Tenn., attended grammar and high school in Nashville, and is a law graduate of Vanderbilt University. He entered service in 1917 with the Louisville and Nashville Railroad, and after a career of private and railroad practice in Birmingham and Dallas joined the Katy in January, 1946. He is married and has two children, Catherine and Charles.

CLARK ANNUAL REPORT SHOWS STRONG FINANCIAL POSITION

◆ A strong financial position, major emphasis on engineering research and technical development and a widening market in the growing field of materials handling are featured subjects in the 33rd annual report of Clark Equipment Company, Buchanan, Michigan.

Reviewing operations for 1949, George Spatta, President, pointed out the strong financial position of the company, with a ratio of current assets to current liabilities of better than 4 to 1. Earnings amounted to 5 cents per dollar of sales, and to \$4.86 per share of common stock outstanding after taxes.

Accompanying the president's letter is

(Continued on Page 24)

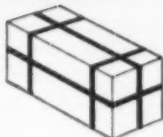
Shipping costs go down



You're looking over the shoulder of a Signode representative who has just worked out an improved packaging method for a trailer manufacturer.

Prior to the introduction of Signode steel strapping, this company's product was laboriously and expensively crated. Today, a lightweight, easily handled container, simply secured with strong Signode steel strapping, does the job better—with important reductions in labor, material and shipping costs.

Of course your product may have nothing in common with a trailer. But the basic principles involved here...the multiple benefits inherent in steel strapping can be just as readily applied—often with equal or superior benefits. For further information, fill out coupon and mail today.



Signode Steel Strapping Co.
2631 N. Western Avenue, Chicago 47, Illinois

We ship..... Send me details on
Signode's 6-Point System of Shipping Protection.

Name..... Title.....

Company.....

Address.....

City..... State.....

THIS SEAL MEANS

SIGNODE

SECURITY IN SHIPPING

"Listen, Mr. Traffic Manager"

(Continued from Page 18)

account. This shipment was made C.O.D. two months ago, thus a reasonable amount of time has passed for payment of this shipment.

Traffic now makes out the preceding form in triplicate checking off the "Open C.O.D." space and also the "Tracer" space. Under "Status" Traffic records that a tracer is being started on that date.

Now, copy No. 3 of the form is sent to the Accounting department who place it in the John Jones file. Now, if the C.O.D. is paid while Traffic is investigating, the Accounting Department returns their copy to Traffic, noting same.

Of the two remaining copies of the form, Traffic, having noted that a tracer was entered places one in an alphabetical file under "J" for quick reference. The third copy of the form is placed, with all correspondence, etc. in the "Open Tracer" file.

Consequently, by the use of this form in triplicate, all phases of the case have been covered besides having a triple cross check between accounting and traffic.

To follow the case one step further let us assume that Traffic hears from the carrier that the C.O.D. was paid on Money Order No. 44 five weeks ago. Traffic indicates same on their copies of the form and proceeds to enter a claim for a duplicate money order. This too is noted under status on the form in the alphabetical file while the copy which was filed under "Open Tracer" is now placed in the "Money Order" file.

When the duplicate money order is finally received, Traffic attaches it to copy No. 3 of the form and sends it, together with all documents, etc. to accounting. Copy No. 2 is then taken from the alphabetical file and placed in the Traffic Department "Case Closed" file and the transaction is completed.

The foregoing may at first reading sound extremely complicated. However, in reality it is a simple system which we have found covers a multitude of previously bothersome problems.

Power Trucks On Television

(Continued from Page 13)

by pushing a button what human muscles would take hours to do.

Automatic's technique of introducing its new model Transporter is unprecedented among manufacturers of industrial products. In addition to top level business leaders present from cities within a 200-mile radius, industrial leaders in the area covered by WABD watched the show on their TV sets at home. Direct mail and newspaper advertisements were used to bring the program to their attention.

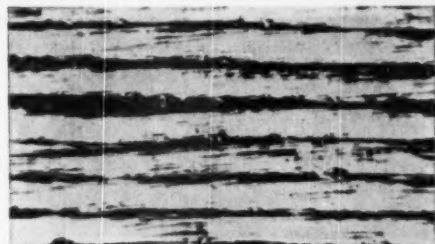
How to bind heavy bundles 70% faster!

New York State Electric and Gas saves time, gets neater packaging with this new, super-strong tape for industry.

Cuts labor costs, makes heavy bundling safer and neater—that's what "SCOTCH" Brand Filament Tape No. 880 is doing for New York State Electric and Gas and hundreds of other users.

Used to bind 3 strand #7 copper-clad wire as illustrated, company officials report this new filament tape gives neater product appearance and is up to 70% faster to handle.

Tape's construction gives as much as 5 times the tensile strength, 50 times the tear resistance, of most tapes now available to industry. Use this tape to save money on heavy packaging, bundling, and strapping. No costly, cumbersome application equipment required—a pair of scissors or a knife to cut the tape is all you need.



FILAMENT CONSTRUCTION of "SCOTCH" Brand Filament Tape No. 880 is shown in this micro-photo. Acetate backing is removed to show cables in tape. Each cable is composed of 60 untwisted rayon filaments running the entire length of the tape without break!

Address: Minnesota Mining & Mfg. Co., St. Paul 6, Minn.

☐

Please send me a sample roll of "SCOTCH" Brand Filament Tape No. 880 for testing purposes.

☐

Please have a Tape Engineer call.

NAME _____

PHONE _____

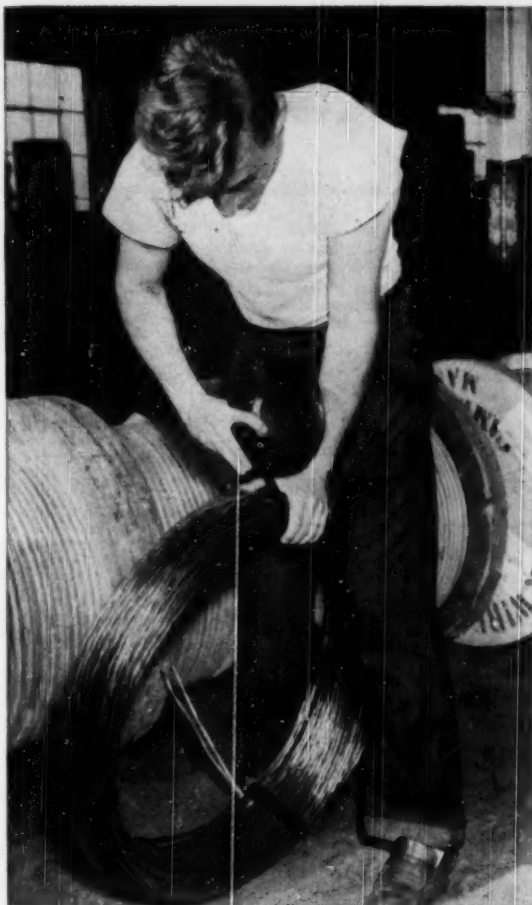
ADDRESS _____

CITY _____

ZONE _____

STATE _____

MAIL COUPON TODAY. Experienced Tape Engineers will gladly help you with heavy packaging or interplant handling problems—show you how to stop shipping damage caused by usual strapping methods. Try "SCOTCH" Brand Filament Tape No. 880 on your next job. Or better still, compare it today!



THREE QUICK WRAPS with "SCOTCH" Brand Filament Tape No. 880 secure 80-pound roll of copper-clad guy wire at New York State Electric and Gas Corporation warehouse. Tape is simple to use, provides no sharp cutting edges to injure product or workmen.



Made in U. S. A. by **MINNESOTA MINING & MFG. CO., St. Paul 6, Minn.** also makers of other "Scotch" Brand Pressure-Sensitive Tapes, "Scotch" Sound Recording Tape, "Underseal" Rubberized Coating, "Scotch-lite" Reflective Sheeting, "Safety-Walk" Non-Slip Surfacing, "3M" Abrasives, "3M" Adhesives.

General Export: DUREX ABRASIVES CORP., New Rochelle, N. Y.
In Canada: CANADIAN DUREX ABRASIVES LTD., Brantford, Ontario

NEW PRODUCTS & LITERATURE



SHIPPING ROOM FOLDER

A new shipping room folder, which will be of great interest to everyone who wants to save time and money in the shipping room, has just been announced by Bostitch, world's largest manufacturer of stapling machines and wire stitchers.

This interesting new folder, which is available free of charge, discusses the many and varied shipping room problems, from the assembling of the largest corrugated container to the sealing of the smallest cellophane bag. It describes and illustrates some of the hundreds of Bostitch machines which are available to do a faster and better job of top sealing, assembling, bottoming, bag sealing, tacking, etc.

Write for your free copy to this department.

FLOOR RESURFACER

Ruts and holes in your floors, traffic aisles, and driveways are a constant hazard to the proper handling of materials. Expensive damage to materials when the packages are jolted from trucks, delay in production due to tie-ups in traffic, costly repairs to trucking equipment, and injury to personnel—these are only a few of the consequences produced by worn and rutted floor areas.

Stonhard Resurfacer is used to patch or overlay floors of all types—concrete, brick, asphalt, wood or even composition floors. It makes a smooth, tough, resilient, non-skid, spark-resistant surface that withstands the heaviest trucking and, at the same time, assures a safe and comfortable footing.

Stonhard Resurfacer can be applied easily by your own maintenance men without any involved preparation of the materials, and repairs may be accomplished over any week-end.

Write for your copy of the new folder No Floor Chopping to this department.

MAGNESIUM HAND TRUCK

Magline, Inc. announces the addition of a new model, all-magnesium hand truck to their present line. The company is one of the country's pioneer manufacturers of magnesium alloy products for home and industry.

Weighing less than twelve pounds, this new Model 40-D-600-SC is remarkable for its extreme lightness and heavy duty load capacity. A new feature of the truck is the addition of stair climbers which permit the user to transport loads between two levels (i.e., stairs, ramps, etc.) with considerably less trouble and effort. The new design also features a curved back frame for facility in carrying all types of packages, containers and bulk goods.

A new bulletin, No. HT-101, has been prepared by the company on the new

Model 40-D-600-SC and other Magline magnesium trucks. Interested firms may obtain a copy by writing this department.

PORTABLE PALLET CRANE

A completely new type portable pallet crane, combining extreme flexibility plus bulky weight handling capacity, is announced by Grand Specialties Company. Designated as No. 40 PC, it is ideal for handling shipping cases and barrels in and out of trucks, cars, etc.; handling patterns to shelves in foundry pattern vaults; and dies, coils, motors, engines, castings and other items in and around shops, stores, or warehouses.



A heavy steel plate pallet, 16 x 24 inches in size and capable of handling large, heavy, bulky objects up to 500 pounds, it lowers to floor level and elevates to a maximum height of 5 feet, 6 inches. It can be stopped at any intermediate height. Regularly supplied with a hand hydraulic lift for easy operation, it can also be supplied with a motorized hydraulic lift.

A hand brake holds crane in any desired position, preventing movement away for truck tail gate, press, work bench, or storage bin. Equipped with four easy

moving steel wheels, crane can be quickly propelled to any desired location with little effort. The legs being longer than the pallet reach, it may be rolled under benches or machines for maximum ease in loading.

STEAMSHIP PIERS CHART

G. R. Leonard & Co., publishers of Leonard's Guide, have just issued another of their convenient wall charts showing the steamship piers of the New York Metropolitan area. This chart shows the pier number, its location, telephone and the name of the company occupying the pier. Excellent for trucking companies, exporters, traffic and shipping departments. May be obtained by writing to this department.

AUTOMATIC LABEL-FEEDER

To give manufacturers an opportunity to discover for themselves the adaptability of the Nelson Auto-Feed Labeler to their own hand labeling problems, the Nelson Label Machine Corp., is offering their machine, upon request, for a free 10 day trial.

Available in three sizes, for labels 1" to 3" wide 2 1/4" long, 2 1/2" to 7" wide, and 5" to 10" wide, the Nelson Auto-Feed Labeler, feeds labels automatically from a stack.

Two unskilled girls can operate the Nelson Auto-Feed Labeler as a team, working at top speed. By tapping one of the two trigger-action levers, one label at a time is fed through by the friction feed mechanism, "metered" with the desired amount of glue.

The Nelson Auto-Feed Labeler can be stripped for cleaning and reassembled without the use of tools. All parts are corrosion-resistant.

BOOKLET ON COST REDUCTIONS

"Eleven ways to cut production costs" are graphically portrayed in a pocket-sized primer on industrial lubrication published recently by the Alenite Division of Stewart-Warner Corporation.

In its foreword the booklet declares that lubrication "protects management's largest investment of capital" and that it affects the quality, quantity and cost of all goods produced. The booklet was designed, it is asserted, "to aid maintenance men in bringing to the attention of management suggestions for cost reductions through simplified lubrication methods from barrel-to-bearing."

Eleven examples of production or machinery expense economies, attained through modern handling and application of greases and oils, are presented in the booklet, with advantages over methods

If you wish more information about the products mentioned in any department, drop a post card to Allen Koye, News Editor, SHIPPING MANAGEMENT, 425 Fourth Ave., New York 16, N. Y.

Companies having new product stories should send them to the same address.

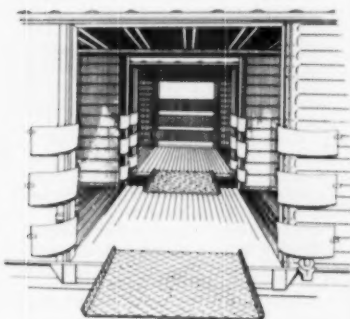
they are designed to improve given in terms of lubricant savings, increased production use of machinery and elimination of labor costs or machine repair costs.

PACKAGING BOOKLET

Handling, packaging and shipping lumber and millwork are the subjects of a new 4-page folder, "Important Ideas For You." It shows pictorially how to package lumber, millwork and allied products to protect them from damage in transit, pilferage and accidental loss. The folder also shows how you can save time, labor and money by using modern handling, stacking, and shipping methods which have been proved effective by thousands of users of Signode Steel Strapping. Write for your free copy of this informative folder to this department.

DUPLEX RETAINING STRIPS

Duplex Retaining Strips, developed by Signode Steel Strapping Company as a companion unit to its well known one-piece Retaining Strips, recently have been made available to all shippers. Thoroughly field tested, Duplex Retaining Strips not only protect the lading, but also make the loading of packaged commodities quicker and easier than ever before.



In the use of the Duplex Retaining Strips, the procedure recommended is to brace the off door of the farther car with regular Retaining Strips. The new Duplex Retaining Strips are then applied to all other doors, leaving enough slack to permit them to be severed down the center and finally resealed.

After all Retaining Strips have been applied, the Duplex Retaining Strips are severed down the center as mentioned, and draped out of the way. This permits workmen to walk through the cars, loading them progressively from the farther car to the nearer. After a car is completely loaded, the ends of the severed Duplex Retaining Strips are then brought together, overlapped, tensioned and sealed in one simple operation.

SAFETY RAMP

A Heavy Duty, Portable Safety Ramp, with an Adjustable Height Feature is offered by the Barret-Cravens Co.

The ramp can be used for furnishing a gradual incline from shipping dock or truck bed to street level; transferring loads from truck to truck, or from freight car to truck; bridging area-ways between buildings.

A mechanical screw-type lifting gear provides a 12-inch variation in height at one end of the ramp. A few turns of the crank will bring that end of the ramp up or down as required to line up and rest securely on the end of the truck or the dock. The wheels of the ramp may be retracted by cranking to clear the ground; allowing the ramp to move vertically with the truck bed if springs and tires deflect under heavy loading; keeping ramp and truck bed aligned.

The ramp is 5' wide, 14' long and has a capacity of 6,000 lbs. 10' length is also available in standard unit. Minimum height at adjustable end is 41"; maximum raised height is 53".

SLOW SPEED TANK ROLLER

Adapting their equipment to the inherent peculiarities of many of the newly developed coating solutions and adhesives on the market today, Potdevin Machine Co., has designed a new line of coating and gluing machines for overall precision coating of glue, lacquer, varnish, resins, latex and other liquid solutions.

**Only gummed tape gives you
this added strength**



Greater resiliency...re-enforced corners. No other form of closure gives your goods as much all around protection as gummed sealing tape! Drop tests, revolving drum tests, and actual shipping tests, prove that packages sealed with gummed tape come through in better condition. This is because cartons with rigid closures shatter or split from shock, whereas those sealed with gummed tape give sufficiently to absorb the shock. Also contributing to the strength of tape-sealed packages is the re-enforcement which tape provides at the corners and edges of the package where abuse is most violent. The taped areas actually become the strongest parts of your cartons.

For better protection use **gummed tape...**
no other closure does so much for so little
and for gummed tape on which you can count for maximum protection specify...

ORANGE CORE
GUMMED SEALING TAPE

the largest selling gummed tape in the world

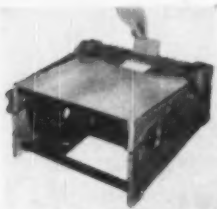
Orange Core is available plain or printed, in a choice of widths, weights, lengths and colors.

HUDSON PULP & PAPER CORPORATION, Dept. O-3
505 Park Ave., New York 22, N. Y.

Send today for comprehensive folder explaining the advantages of Orange Core gummed tape, including sample of this excellent sealing product. Ask for folder titled: "The mark of a Better Tape!"



This new design, referred to as the 2R series, features a slow speed tank roller. This feature, according to Mr. J. S. Hawkins, Sales Manager of Potdevin, is of particular importance if the solution being used tends to foam upon agitation. The tank roller on these machines can be driven at any one of four speeds, whichever one best suits the solution being used.



Of particular value is the simple and quick removal of the coating tank and tank roller for cleaning. A non-clogging coating regulator assures the correct

(Continued on Page 33)

News

(Continued from Page 19)

a History of Sales, Profit or Loss, Dividends and Net Worth since 1917—showing growth of the company's net worth from \$3,827,000 to \$24,671,000.

During 1949, the company completed

the formation of a nation-wide dealer organization for the sale and service of materials handling machines manufactured by the Industrial Truck Division at Battle Creek, Michigan. Twelve pages of the report are devoted to candid photographs showing Clark fork-lift trucks and towing tractors at work in 21 different industries.

MOTOR CARRIERS REPORT FREIGHT VOLUME INCREASE

◆ The volume of freight transported by motor carriers in March increased 16.9 per cent over February and 21 per cent over March, 1949, according to statistics compiled by the Department of Research of The American Trucking Associations, Inc.

Comparable reports received by ATA from 326 carriers in 40 states showed these carriers transported an aggregate of 3,491,269 tons in March, as against 2,986,264 tons in February and 2,884,307 tons in March, 1949.

Approximately 77 per cent of all tonnage transported in the month was hauled by carriers of general freight. The volume in this category increased 18.2 per cent over February and 22.5 per cent over March, 1949.

Transportation of petroleum products, accounting for about 15 per cent of the total tonnage, showed an increase of 9.1 per cent over February and 18.5 per cent over March, 1949. Carriers of iron and steel hauled about 3 per cent of the total

tonnage. Their traffic volume increased 19.1 per cent over February and 8.1 per cent over March, 1949.

About 5 per cent of the total tonnage reported consisted of miscellaneous commodities, including household goods, textiles, groceries, meats, heavy machinery, tobacco, motor vehicles, motor vehicle parts, paper, coal, cement and chemicals. Tonnage in this class increased 22.2 per cent over February and 16.7 per cent over March, 1949.

LEE TURLEY ELECTED TO BOARD OF McLAURIN-JONES COMPANY

◆ At the annual stockholders' meeting of McLaurin-Jones Company, Brookfield, Mass., manufacturers of Gummed, Coated and Specialty Papers, it was announced that Lee Turley, Vice President in Charge of Sales, had been elected to the Board of Directors. Mr. Turley has been with the company since January 1, 1946. Before going with McLaurin-Jones he was with the Nekosa-Edwards Paper Company, Port Edwards, Wisconsin.

RR'S MAKE RECORD REDUCTION IN 1949 OPERATING EXPENSES

◆ Class I railroads in 1949 spent \$1,641,406,000 for fuel, materials and supplies of all kinds used in connection with their operations, the Association of American Railroads has announced. This was a reduction of \$541,925,000 compared with such expenditures made in 1948 and a reduction of \$267,803,000 compared with those in 1947. Expenditures in 1949, however, exceeded those made in each of the preceding 23 years prior to 1947.

The reduction can be attributed in part to the reduced level of railroad operations in 1949 and in part to some declines in prices of railroad fuel, materials and supplies during the year.

For fuel alone, railroads expended \$564,159,000 in 1949 compared with \$833,040,000 in the preceding year. They also spent \$142,232,000 for forest products, compared with \$166,488,000 in 1948. Expenditures for iron and steel products of all kinds in 1949 totaled \$454,079,000 compared with \$590,289,000 in 1948.

For miscellaneous products, expenditures of Class I railroads in 1949 totaled \$480,936,000 compared with \$593,514,000 in 1948.

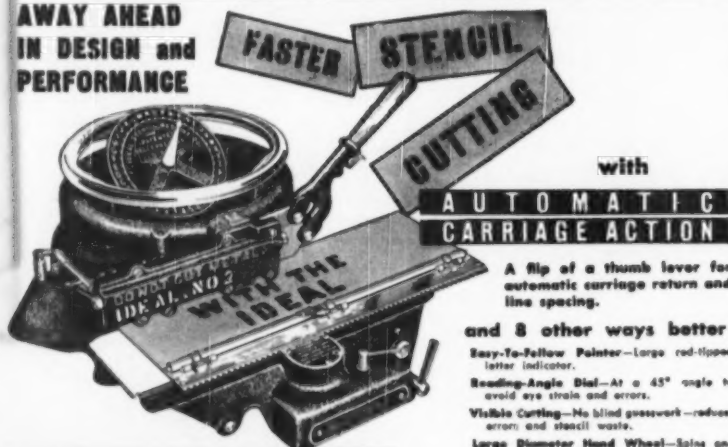
NATIONAL CONTAINER CORP. NAMES JOHN MACLEOD SALES DIRECTOR

◆ John H. Macleod, until recently Vice President in charge of sales for The Hinde & Dauch Paper Company of Sandusky, Ohio, was appointed Director of Sales of both mill and corrugated paper products for the National Container Corporation at the latter's annual meeting in New York City. According to Samuel Kipnis, President of National Container, Macleod will be elected Vice President and Chairman of the company's Sales Committee, embracing its sales activities from coast to coast.

Educated at Boston Public Latin School

(Continued on Page 33)

AWAY AHEAD IN DESIGN and PERFORMANCE



MINIMUM MARGIN GRIP

Here's the MINIMUM MARGIN GRIP that uses only 1/2" margin (instead of 1 1/2" — saves up to 25% in stencil board).
IDEAL HANDY "A" ANGLE and **HANDY "B" STRAIGHT**
FOUNTAIN BRUSHES — Lock-proof, pistol grip, trigger ink action.
IDEAL CANARY OIL STENCIL BOARD — Lasts longer.
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Short Stroke, Easy Grip Handle—For speed and ease-of-operation.

Self-Aligning—Regardless of cutting speed, lines are always straight and parallel.

Precision cutting of all expert symbols.

Write for details and prices

Bill Of Lading Forms

(Continued from Page 12)

has been represented in writing by the shipper or has been agreed upon in writing as the released value of the property as determined by the classifications or tariffs upon which the rate is based, such lower value plus freight charges if paid shall be the maximum amount to be recovered, whether or not such loss or damage occurs from negligence."

- (2-b) A.—Claims for loss, damage, injury or delay "must be filed in writing with the receiving or delivering carrier—or carrier on whose line the same—occurred within nine months after delivery—or in case of failure to make delivery, then within nine months after a reasonable time for delivery has elapsed."

B.—"Suits shall be instituted against any carrier only within two years and one day from the day when notice in writing is given by the carrier to the claimant—that the claim, or any part thereof, has been disallowed—."

- (2-c) Any carrier shall have the full benefit of any insurance placed against the shipment unless same nullifies the policy.

SECTION THREE

Cooperage or baling expense, not resulting from carrier's negligence, will be for the account of the owner.

SECTION FOUR

- (4-a) Property not removed within the free time allowed by tariffs after notice of arrival has been sent or given, may be kept in carrier's vehicles or facilities subject to the tariff charge for storage and to carrier's responsibility as warehouseman only. At carrier's option, property may be removed to a public or licensed warehouse, at the cost of the owner without liability of the carrier and subject to a lien for all freight, storage and all other lawful charges.
- (4-b) Where a nonperishable shipment is refused or "party entitled to receive it within fifteen days after notice of arrival shall have been duly sent or given, the carrier may sell the same at public auction—: Provided, that the carrier shall have first mailed, sent or given the consignor notice—"

New Type Pallet

(Continued from Page 12)

measures 32" wide x 40" deep by 30" high and is handled as a unit from kiln to consumer.

This new package eliminates almost entirely the individual handling of brick, protects their corners and edges, and keeps them clean, bright and unscuffed for ultimate use.

NEW—METHODS—MATERIALS



**DO YOUR CUSTOMERS
NEED A MECHANIC
TO OPEN YOUR CARTONS ?**

**DOES THE RECEIVER HAVE THE
FACILITIES TO OPEN YOUR CARTONS ?**

**ARE YOU COMPLICATING HIS OPER-
ATION BY USING CUMBERSOME
SEALING METHODS ?**

**DOES HE NEED A MECHANIC TO
OPEN YOUR CARTONS ?**

**PLAY SAFE WITH
GUMMED SEALING TAPE**

**IT OPENS AS READILY AS IT
SEALS AND GIVE YOUR CARTONS
REINFORCED PROTECTION.**

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11A

Packing Survey

(Continued from Page 13)

were damaged in order of frequency were:

Textiles—Piece goods
Auto Parts
Glassware
Food
Agricultural Equipment
Pharmaceuticals

The overseas observers reported the packaging details, the nature of the damage, and the possible causes of damage. These comments were reviewed in the light of known packaging weaknesses and known handling conditions. The causes of damage were tabulated for all reported shipments and when totaled were found to be:

Packaging	65%
Discharge	15%
Pilferage	10%
Stowage	7%
Loading	3%

From nearly every source it was reported that the outturns were exceptionally good. The season, the weather, the light cargoes were all mentioned. Only one vessel was reported as meeting heavy seas. Everything worked in favor of good outturns and little damage from shifting cargo and similar causes.

Hidden breakage, rust damage, mildew, concealed pilferage and similar important causes of claims

(normally due to poor packaging) were not included in this study in any way.

It was found that every standard type of package carried extremely well when correctly used by the shippers. Much of the damage resulting from packaging was due to the use of second hand containers, the poor fabrication or improper packing of the containers. Light weight or low test packaging materials were used when heavier or higher test materials would have been more adequate. Poor closures were the most frequent cause of failure for all types of containers. Lack of compression strength was also an important factor. Loose contents caused a good deal of damage.

Discussion by Containers

1. *Nailed Wood Boxes*—More breakage and pilferage has developed on wooden boxes than might have been at first expected. This was suggested in the comments on wooden boxes in the New York report. Loose contents, poor wood, poor design, and excess loads contributed to the damage traceable to packaging. Handling damage often came from falls or hitting other cargo. Some damage resulted from using slings on weak wooden boxes.

2. *Corrugated Cartons*—A large number of corrugated cartons were damaged. 200 and 275 pound test cartons were frequently damaged. As predicted, the most important type of failure was at the closures especially when domestic paper tape or adhesives had been used. Other factors contributing to damage were—lack of

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straps, crushing, and moisture. Many failed at the taped manufacturer's joints. Several cartons, even high test, were cut with knives in attempted pilferage—especially when the nature of the contents were known. Many cartons were torn. Apparently cartons were generally given very good handling with trays and platform slings.

3. *Solid Fibre Cartons*—A surprisingly few solid fibre cartons were damaged. This gives added support to the earlier observation that solid fibre appeared to be better for export than corrugated. (Of course fewer solid fibre cartons are used than corrugated.)

4. *Cleated Plywood Boxes*—New plywood boxes appear to have carried without trouble. As might be expected, the second hand boxes were damaged. More plywood boxes were damaged than other containers except nailed wood and corrugated. Plywood boxes were burst open, split, punctured, and cleats were often broken.

5. *Cleated Fibre*—Fibre panels appear to have encountered about the same troubles as the plywood panels.

6. *Open Crates*—A comparatively few open crates were shipped on the test vessels. Those damaged were reported as having broken boards due to poor lumber or to contents too heavy for the containers.

7. *Sheathed Crates*—Several sheathed crates were broken because of poor construction. Many were damaged when the contents broke loose. A few were damaged by the workers when breaking out the stowage in the hold. Other handling damage came from direct blows by other cargo and by falls.

8. *Wirebound Boxes*—Wirebounds were crushed, the ends broken, the slats split. The contents appear to have moved or not to have supported the containers.

9. *Steel Drums*—Steel drum failures were usually in the form of leakage due to blows or rough handling.

10. *Plywood Drums*—One shipment of plywood drums was damaged by normal handling when stacked. On the other shipment the body panel of one drum was stove-in.

11. *Fibre Drums*—One shipment of high test fibre drums was punctured by handling. The other shipments appear to have been damaged under conditions normal to the destinations. Slings and nets (normally used at the ports) caused some of the damage. Several shipments were reported as head, chime, or closure failures. One port reported 25% seepage of paraffin and stated similar difficulty on other shipments.

12. *Wood Barrels*—More barrel shipments failed at the heads than elsewhere. Four shipments were damaged by handling and a similar number showed leakage.

13. *Compressed Bales*—Damage reported on bales was less than might be expected. Although 55 reports were received, most of the damage was minor—burlap slightly torn, or a strap missing. The contents were normally exposed—further damage and/or pilferage were certain to develop.

14. *Bundles*—Damaged bundles were usually sheet

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metal (skidded), bar stock, etc. The bundles broke due to poor ties or straps. The sheet metal was frequently bent. The plan of bundling cartons appears destined to fail unless done correctly.

15. *Textile Bags*—Some bags were torn, others were caked, and a few failed at the seams or closures.

16. *Paper Bags*—The number of paper bags damaged were too few to tell us very much.

All observations were made at ship side. Additional damage and pilferage may be expected intransit to the consignees.

The committee plans to communicate with as many shippers as possible whose packing was found to be insufficient. The carriers will be supplied summaries of reported outturns, damages, and general conditions regarding their test vessels.

When the program is completed, the committee will report its findings and recommendations to the President of The Maritime Association of the Port of New York. These recommendations will outline possible future activities in this field of loss and damage prevention. The establishment of a permanent Packaging Bureau to render technical service to shippers and carriers will depend to a large extent on the findings of the committee.

Care For Your Scale

(Continued from Page 15)

Value of Scale Underestimated

Most executives are deeply concerned with the care of precision machinery because it represents an investment of a great deal of money; yet the scale, perhaps because it is so moderate in price, is often neglected. *This is a most serious error.* In many respects the scale is a vital point of the shipping room. It bosses the shipper: determines the cost of his shipping. The scale should properly be treated at a par with the most expensive piece of machinery in your plant.

Caring For The Scale

Here are eight rules for better scale handling. The reasons for them is given in detail in the text which follows:

- Rule 1—Keep your scale on a solid, level foundation. If need be prepare one.
- Rule 2—Always keep the scale where it is free of obstructions.
- Rule 3—Don't ever abuse the scale by throwing or dropping packages on it or by overloading.
- Rule 4—Make a regular place for the scale and keep it there. Don't move it around unnecessarily. Bring your packages to the scale rather than the scale to the packages.
- Rule 5—Never oil the scale.

Rule 6—Check the scale periodically for correctness.

Rule 7—Check your dash pot for oil at least every six months.

Rule 8—Don't attempt major repairs. Always call a competent scale service man.

Why Rules Should Be Observed

Here are the reasons for each of the eight rules promulgated above.

Rule 1.

Although modern scales are built for accurate operation under the most difficult conditions and there are some that do not call for an absolute level foundation, there are still others that positively must be kept level. Keeping all scales as level as possible is always a good rule to follow, because lever systems and scale mechanisms are arranged on a straight line system. If you use the scale under similar conditions, you get the best use out of it. Keeping the scale in a tilted position creates additional strain and stress which will cause parts to wear out sooner and ruin the chance of getting accurate weighings, on most scales

Rule 2.

A scale is nothing more than a device which measures the downward pull of gravity upon any object. Obviously, then, the more freedom the working parts of the scale have the better will it work. In caring for the scale the first thing to watch for is a bind or stick when an object is being weighed. This is a danger sign. It tells you you are not getting accurate weighing. Look for any object which may be obstructing the scale from without. If you cannot find it, call a service man.

Rule 3.

This really seems self-explanatory. Yet it is the most often violated of all basic rules. See that your men never throw or drop a package on the scales. Make sure the scales are not overloaded. Do not abuse the Scale by turning it on any side but right side up. Scales of themselves are sturdily constructed, yet the sensitivity and the accuracy are actually dependent on sharp, knife edges and other small parts which will render good service under proper treatment, yet will wear out or even break when mistreated.

Rule 4.

Never push the scale around. Treat it like a baby. Remember it is an instrument. The scale is the most delicate instrument used in the shipping process. Shipping clerks should be warned not to move the scale except when absolutely necessary. That is why, as much as possible, your packages should be brought to the scale rather than the scale to the packages.

NEW YORK, Dec. 31—Brandt & Brandt Printers, Inc., 132 White Street, New York 13, N. Y., are now selling their patented shipping system for C.O.D. packages to department stores and direct mail houses who find it a time and money saver in their shipping department.

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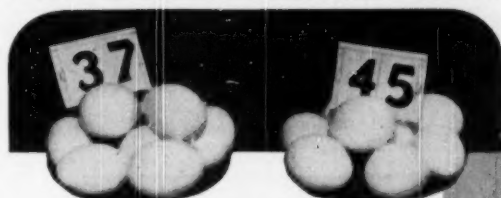
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The scale should have its proper, regular place reserved for it alone.

Rule 5.

As stated previously, a scale is not a piece of machinery. There are no parts constantly in motion, energized by its own power or power supplied by outside sources. Therefore, there is no need for oiling any working parts. Oiling the parts will not improve the scale and will very likely ruin it. When parts of the scale are worn, there is nothing much which can be done but have them replaced, or, as the occasion may demand, ordering a new scale.

Rule 6.

You should have a set of test weights to allow you to check the scale occasionally for its accuracy. When something goes wrong with any other equipment in your department you can tell immediately that there is something wrong, but a scale can seem to be right and you may still be getting incorrect weights without knowing because the scale does not stop working. Testing a scale with weights once in a while will eliminate overweight and underweight and will frequently give an indication that the scale needs service before it breaks down and needs an expensive major repair. If the pointer on the scale isn't at zero, it needs an adjustment that you can make. Every scale has an adjusting screw. Find out where it is located and use it when necessary to keep your scale at zero. After making this adjustment, test the scale with your weights. Do not keep any packages on the scale when it is not in use.

Rule 7.

Many scales, particularly the more sensitive, more accurate scales, have a shock absorbing device to take up the load before it is transferred to other important mechanisms of the scale. It performs the same function as the shock absorbers in the automobile. This is called a dash pot. There are air dash pots and oil dash pots. Scales used in shipping departments are most often equipped with oil dash pots. These dash pots should be constantly filled with oil. The oil does not act as a lubricant for the scales, but takes up the shock of the load when an object is placed on the scale platform. If there is no oil in the dash pots, the weight load is being transferred directly to vital working parts which will soon wear or even break.

Rule 8.

No shipping employee should ever attempt major repairs on a scale. Scales are ruined when amateurs tinker with them. Proper instructions are supplied with all new scales. These instructions should be kept for future reference. If you do not have the instructions that came with the scale, write to the manufacturer and he will be glad to supply a copy for your files. If after following the instructions supplied the scale still does not check out properly, call in a service man to handle

the job. If you are located in an area where you cannot get a manufacturers' representative, any good, competent, local scale man can most of the time take care of adjustments and repairs. When you cannot get proper assistance, write to the manufacturer for instructions.

Other Advice

In addition to the rules listed, there is also some other good advice which the shipping manager would do well to heed. It is recommended that the platform of the scale be counter-sunk level with the shipping or mailing table. Having the platform level with the top of the table not only prevents abuse of the scale, giving it a permanent resting place of its own, but makes moving and weighing of parcels and packages easier and faster.

Some typical examples of mailing room usage of scales are shown on the illustrations which accompany this article. This is the set up we have in our own company and we have a typical shipping department. Just because we are scale manufacturers does not mean we can permit the abuse of our weighing equipment because it is easier for us to make adjustments, repairs and replacements. We wanted our equipment to stand up and render the many years of trouble-free, accurate service they are capable of giving. We, therefore, do not hesitate to recommend that you follow the advice offered in the captions which explain the photographs.

The shipping manager should always bear in mind the important axiom about scales: It is easy to abuse a scale; it is easier to care for it. Make the wise choice!

AMA Show

(Continued from Page 18)

Arndt, sales vice president, Gaylord Container Corporation, St. Louis, Mo.

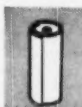
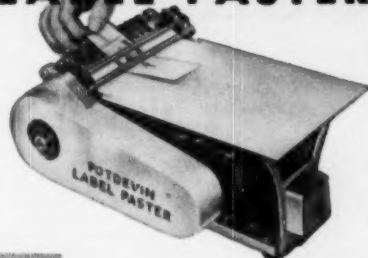
Visitors to the show reported almost all materials used in packaging and packing—metals, plastics, lumber, paper and paper products, glass—in good supply, and most machinery and equipment available for early delivery dates.

The exposition was managed for AMA by the exposition management firm Clapp and Poliak, Inc., New York, N. Y.



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Shipping Departments need not be a bottleneck if you have a POTDEVIN to do ALL the gluing jobs... labeling, wrapping and packaging. Gluing with POTDEVINS is faster and more economical than pre-gummed labels or tape. Four sizes are available—6, 8½, 12 and 18" widths—hand or motor driven. POTDEVIN patented glue regulator controls the exact amount of adhesive without oozing at the edges. Ungummed side remains clean.

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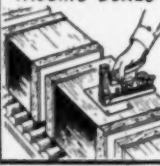
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Shippers find that the versatile Hansen Tacker saves minutes and cents on every item for shipment or warehouse.

The Hansen drives stout staples securely into the wood of shipping cases as fast as you can squeeze the grip. Compound leverage and a compression spring do the work for you—and drive home each staple with a measured triphammer blow.

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Each numbered paragraph below describes practical, illustrated literature about the newest developments in shipping room supplies, devices and equipment . . . important data every alert, progressive shipping manager should keep filed and available for instant reference. It will pay you to read each item carefully, select those that help with your particular shipping problems. Then all you need do is check and mail the coupon. Shipping Management will see that the material is forwarded with no obligation on your part.

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SUPPLIES . . . Everything you need for packing and shipping operation and the well run shipping room plus many types of materials handling equipment. For catalog, check 2.

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SHIPPING INFORMATION . . . Parcel post, express, freight rates and routing. Indexed, loose leaf for frequent revision insertions. Order by checking 4.

POSTAGE METER . . . print postage in any amount to \$10.00. For speed, safety and efficiency. Illustrated booklet, no obligation. Just check 5.

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PATENTED SHIPPING SYSTEM . . . Are you wasting needless time, hand writing your labels, tags, office records, receipts, manifests, and rubber stamping by hand? Then you're behind the times, because this shipping system for C.O.D. packages stops all that for good. Complete details, check 7.

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FOUNTAIN MARKER . . . can make dozens of jobs easier for you . . . and faster and better. Illustrated data sheet that shows you exactly what this marker does, and how. No matter how you mark shipments you'll get ideas from it, 9.

GUMMING SPECIALISTS . . . Good paper, good glue and plenty of it to insure a permanent closure. For details and sealing helps check 10.

UNITIZED LOADING METHOD . . . That prevents cases from falling into "voids" or "wells" at either end of freight cars. Details and sample of special reinforced waterproofing paper sent if you check 11.

NEW, MORE COVERAGE . . . in the 1950 Better Shipping Manual. Let us bill you for the latest edition of this encyclopedia of essential fact and information for the shipping room. Copy on approval if you check 12.

GUMMED TAPES . . . Select your gummed tapes and specialties from a complete line. List and pertinent facts if you check 13.

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ANSWER BOOK . . . Yours for the asking, gives the complete facts on both basic principles and newest developments in steel strapping. Questions on cartons, packages, bundles, crates, bales, carloads, boxes, skids, pallets and carload protection answered. Check 16.

TAPE MACHINE . . . Moisture is evenly distributed over your tape with this machine that does it automatically. For complete information on this and on tapes check 17.

BETTER ADHESIVE . . . qualities in this gummed tape. When a better product has been developed industry wants it. Check 18.

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DESCRIBED . . . in this illustrated folder are the features that enable this stencil machine to do a faster, better, easier job. It also offers you a **FREE DEMONSTRATION** in your own shipping department, so you can test its claims. Ask for No. 19.

FINEST INGREDIENTS . . . go into the best tapes, and that's what makes this one of the really quality gummed tapes. Know-how is the secret. Check 20.

SAFER WRAPPING . . . for your product with this remarkable board. Reduce shipping damage losses, and cheaper to use from the start. Made of finest quality raw materials, flutes perfectly formed, and a unique method of permitting an all-ways flex, for all-ways protection. Sample free, check 21.

STENCIL MACHINE . . . that incorporate every modern device for fast quick stencil action and reproduction. For free copy of shipping guide and full particulars check 22.

TAPE DISPENSERS . . . A complete line of precision built machines, pressure-sensitive, trouble-free, now available. No matter what your business may be there's a pressure-sensitive tape to suit your needs. For complete detailed information check 23.

TAPE SAVER . . . The pull-tab opener in every roll saves time as well as tape. For complete particulars check 24.

CREPED WADDING . . . that safeguards a wide variety of items, from delicate glass to hardy machine parts. Wide variety of thicknesses. For book on how to improve present packaging check 25.

ONE-HAND TACKERS . . . that speed up your tagging, fastening and assembly jobs. Self-contained ready for instant use. Folder free, check 26.

PRECISION SHIPPING . . . this railroad is equipped for heavier, longer hauls, smoother handling of shipments—dependable, on-time service between Texas, Oklahoma and the North. For info check 27.

UNUSUAL GUMMED TAPE . . . Available in a wide range of colors and designs. Better-bonding, tested, extra strong. For details check 28.

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LABEL GLUER . . . Free 10 day trial of this all bronze portable low-price bench model gluer, which will cut your carton labeling time in half, if you check number 30.

News

(Continued from Page 24)

and Harvard College, class of 1914, Macleod started his experience in the paper business with the Dennison Manufacturing Company at Framingham, Massachusetts, became a Major of Infantry in the first World War, and later entered the investment business in Cleveland where he was a partner of C. B. McDonald before going to Sandusky in 1926 as a Vice President of The Hinde & Dauch Paper Company.

Macleod has been active in the Corrugated and Fibre Box Industry and Association work for over twenty years, having served on several committees and was President of the National Container Association in 1930. He served also as a Vice President and Director of the American Management Association and was one of the organizers of the latter's Packaging Conference and Exposition.

TRUCKING INDUSTRY COMPLETES BIGGEST YEAR

♦ Henry E. English, president of the American Trucking Associations, Inc., has issued a review of the trucking industry's growth in 1949 to new records both in volume of freight hauled and number of vehicles operated, and predicted a slowdown in 1950 "which may determine the future course of transportation generally in the United States."

★ TRAFFIC REPORTER ★

The National Export Traffic League had as its principal speaker in New York in May Samuel W. Earnshaw, former Assistant Commerce Counsel of the New York, New Haven & Hartford Railroad and former Commerce Counsel of the American Trucking Association.

The annual outing of the Metropolitan Traffic Association of New York is scheduled for June 17 at Schuylers Park, North Bergen, N. J.

An all-color film, "Highway to Hawaii," was shown to members of the Women's Traffic Club of New York at their meeting early in May. They were also entertained by "Taneo," Directress of Hawaii House in New York, with colorful native Hawaiian dances.

The Women's Traffic Club of San Francisco recently installed their new officers for the 1950-51 term. They are: Reba Richman, Union Pacific Railroad Co., president; Helen Routh, California Packing Corp., vice-president; Phyllis Nelson, Bethlehem Pacific Coast Steel Corp., secretary; Florence Cunningham, Overland Freight Transfer Co., treasurer. Edith Jones, New York Central System, past-president, will be chairman of the board.

Mr. J. Strickler, manager of the Weighing and Inspection Bureau of the Central Motor Freight Association, addressed the meeting of the Chicago Chapter Delta Nu Alpha Transportation Fraternity in May. He spoke on the duties and responsibilities of his department.

Annual outing of the Motor Carrier Association of New York at Schmidt's Farm was scheduled to be held June 15.

The Los Angeles Transportation Club was co-sponsor of the National Maritime Day Luncheon, inaugurating World Trade Week in Los Angeles late in May. Richard M. Nixon, member of the United States House of Representatives, spoke on "Our Merchant Marine and World Trade."

New Products

(Continued from Page 24)

amount of coating for all type of work. A ductor-roller type of coating control irons out lumps in the solution. Coating solutions requiring heat are kept at proper temperatures with a thermostatic control.

All parts in contact with coating material are made of bronze or stainless steel, depending upon the solution being used. Four sizes are in the line—6, 9, 12 and 15 inches, each supplied with heavy duty motors.

"RED" sez:

There is no better closure method than gummed tape. There is no better gummed tape than REDCORE.



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EXPORT MANAGER AVAILABLE for position with manufacturer interested in developing his commodity in the Foreign Market. E. C. A. expert. Fluent Spanish. Box 403, Shipping Management, 425 Fourth Ave., New York 16, N. Y.

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E pluribus unum... that's Latin!

Which would be a dandy motto for a postage meter... except the U. S. used it first. It means something like "From many, one"... which is just what the p m does. One operation instead of many!

● I have a parcel post package for East Asphalt, La. that weighs 86c. Instead of a flock of stamps, the postage meter prints one... for 86c, on gummed tape, which you can have wet or dry. One stamp instead of many!

● And instead of picking, moistening and sticking a lot of stamps, I set the meter to print one.

● Instead of keeping a postage account—the meter does it... has registers that show postage used, and on hand, in dollars and cents.

● Instead of galloping over to the PO every couple days for a few dollars in stamps, with a meter I buy enough postage at a time to last a month. And postage in the meter can't be borrowed or damaged.

● The same meter handles any kind of mail... seals the envelope flap as the stamp is printed.

● A shipping clerk who struggles along without a postage meter these days... just ain't smart. Check the nearest PB office, or send the coupon below.



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Branches in 93 cities in the United States and Canada.*

*Hand and electric models...
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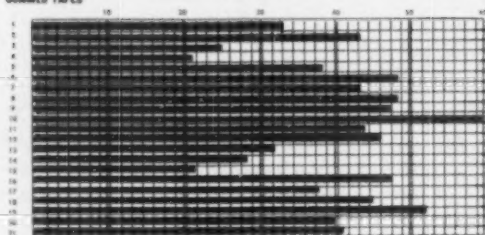




**Would you use the same amount of water
to moisten the glue of both these tapes?**

21 DIFFERENT
GUMMED TAPES

ADHESIVE STRENGTH TEST SCORE

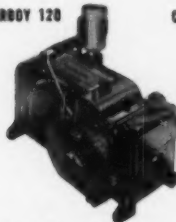


National Bureau of Standards tests prove that 21 different gummed tapes vary almost 300% in adhesive strength — practically no two tapes alike!

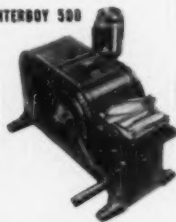
Only Counterboy Moistening Control can adapt the moistening to meet all tape-sealing conditions: quantity and quality of glue — operating speeds — water temperature and hardness — humidity — age of tape — short or long tape lengths — type of box surface, etc. That's why only C.M.C., patented Better Packages feature, gives you all the sticking quality the gummer puts into your tape!

what goes on under your tape?

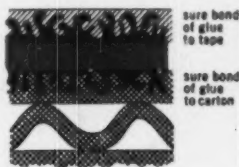
COUNTERBOY 120



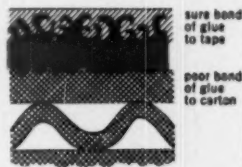
COUNTERBOY 500



Leading shipping-room models equipped with patented Counterboy Moistening Control



TIGHT PERMANENT SEAL with C.M.C. — quickly adjustable to condition all the glue and assure deep penetration — whatever the glue formula.



SUPERFICIAL, DANGEROUS SEAL — common result of ordinary moistening that leaves a layer of dry, unused glue to cause tape failure hours afterward.

Better Packages, INC.
SHELTON CONNECTICUT

COUNTERBOY MOISTENING CONTROL DELIVERS ALL THE STICKING QUALITY THAT'S IN THE GLUE